

Message Text

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11/22

ACTION EB-07

INFO OCT-01 EA-07 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 /027 W

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R 180346Z FEB 76

FM AMEMBASSY WELLINGTON

TO SECSTATE WASHDC 903

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C O R R E C T E D C O P Y (TAGS LINE EAIR, NZ VICE BEXP, NZ)

E.O. 11652: N/A

TAGS:EAIR, NZ

EUBJ: CIVAIR: PAN AM AND NEW ZEALAND SPECIAL FARES PROBLEMS

REF STATE 032990, NELSON - HARWICK TELCON FEB 10

1. ON BASIS NELSN-HARTWICK TELCON EAXC
COUNSELOR, AFTER CONFIRMING THAT PAN AM DIRECTOR
MORGAN HAD RECEIVED INSTRUCTIONS, ADVISED GNZ
CIVIL AVIATION AUTHORITIES PAN AM WOULD COMPLY
WITH GNZ OCTOBER 20 DIRECTIVE.

2. ON FEB 16 MORGAN ADVISED E/C COUNSELOR THAT
CARLSON, V.P. OF PAN AM IN NEW YORK WISHED TO HOLD
A MEETING ON EITHER FEB. 20 OR FEB. 27 WITH GNZ
CIVAIR OFFICIALS. EMBASSY OFFICER EXPLAINED THAT STATE
HAD ONLY SGGESTED (PARA 2 OF REFTL) THAT EMBASSY
MAY WISH TO "EXPLORE POSSIBLITY" OF PAN AM/GNZ TALKS
(BECAUSE OF POSSIBLE ANTI-TRUST PROBLEMS INVOLVED IN
DIRECT PAN AM. AIR NEW ZEALAND, BRITISH AIRWAYS TALKS).
HOWEVER, ON BASIS OF PAN AM NEW YORK TELEX TO MORGAN
E/C COUNSELOR AGREED TO APPROACH GNZ ON POSSIBLE
MEETING WITH PAN AM ON FEBRUARY 27. CONTROLLER OF
AIR SERVICE POLICY, F. NORTON, SAID THIS DATE WAS
ACCEPTABLE. EMBASSY ADVISED MORGAN AND CONFIRMED THAT
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IN ACCORDANCE WITH CARLSON WISH AN EMBASSY OFFICER WOULD

BE PRESENT AT MEETING AS OBSERVER.

3. IT IS QUITE CLEAR PAN AM CONSIDERES PRESENCE OF USG REPRESENTATIVE IMPORTANT TO PAN AM'S BARGAINING POSITION, I.E. TO SHOW USG SUPPORT FOR PAN AM. IT APPEARS LIKELY THAT CARLSON WILL TRY TO DRAW EMBASSY OFFICER INTO DISCUSSIONS TO SHOW USG SUPPORT FOR RIGHTS PAN AM WISHING TO GAIN THROUGH TALKS. EMBASSY URGENTLY NEEDS PRECISE GUIDANCE AND, AS APPROPRIATE, INSTRUCTIONS ON USG POLICY ON ISSUES TO BE DISCUSSED OR LIKELY TO COME UP (E.G. RIGHTS OF PAN AM UNDER THE US/NZ BILATERAL AIR TRANSPORT AGREEMENT CONCERNING 6TH FREEDOM TRAFFIC AND STOP-OVER AND TRANSFER POINTS, ETC.)

4. FYI: MORGAN TOLD E/C COUNSELOR THAT FEB. 10 TELEX FROM CARLSON SAID PAN AM HAD AGREED TO FILE ONLY ON UNDERSTANDING A) STATE DEPT. WOULD ARRANGE TALKS BETWEEN PAN AM AND GNZ AND B) IF THESE FAIL USG WOULD UNDERTAKE NEGOTIATIONS WITH GNZ ON QUESTION OF A BALANCING SHARE BETWEEN PAN AM AND AIR NW ZEALAND OF TRAFFIC.

5. FYI WHEN NORTON AGREED TO PAN AM/GNZ TALKS HE STRESSED NEED TO GET PAN AM, AIR NEW ZEALAND AND BRITISH AIRWAYS TOGETHER FOR TALKS. EMBASSY OFFICER RAISED POSSIBILITY OF ADDING AIR NEW ZEALAND OFFICIAL TO GNZ DELEGATION TO TALKS AS AN ADVISOR. NORTON SAID THIS WAS POSSIBLE, BUT IT WAS CLEAR HE WANTED TO GET ACCROSS POINT THAT, SINCE THE ISSUES DID NOT CONCERN US-NZ 3RD AND 4TH FREEDOM TRAFFIC BUT TRAFFIC BETWEEN NZ AND LONDON AND EUROPE (US 6TH FREEDOM) AND THIS WAS OF CONCERN TO BRITISH AIRWAYS, THERE NEEDED TO BE DISCUSSIONS AMONG THE AIRLINES CONCERNED. IT IS ENTIRELY POSSIBLE THAT IN THE PAN AM/GNZ DISCUSSIONS GNZ WILL TAKE THIS POSITION AND THAT GNZ CAN MAKE NO COMMITMENTS WITHOUT THE CONCURRENCE OF BRITIS AIRWAYS AND/OR HMG. NORTON DID SAY A LETTER SPELLING OUT GNZ VIEWS WAS BEING PREPARED. END FYI.
SELDEN

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Message Attributes

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Disposition Authority: morefirh
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